

FIG. 1

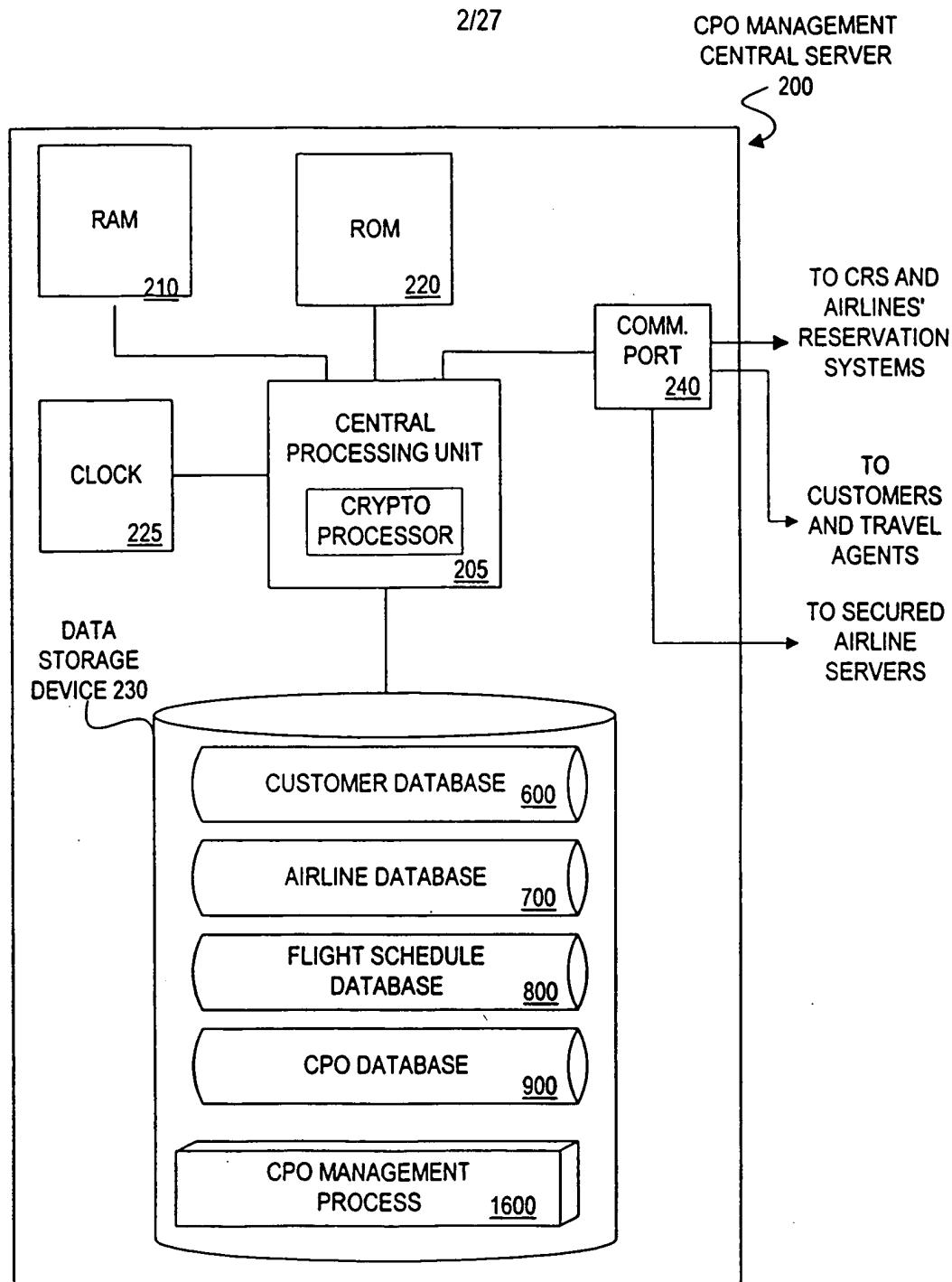


FIG. 2

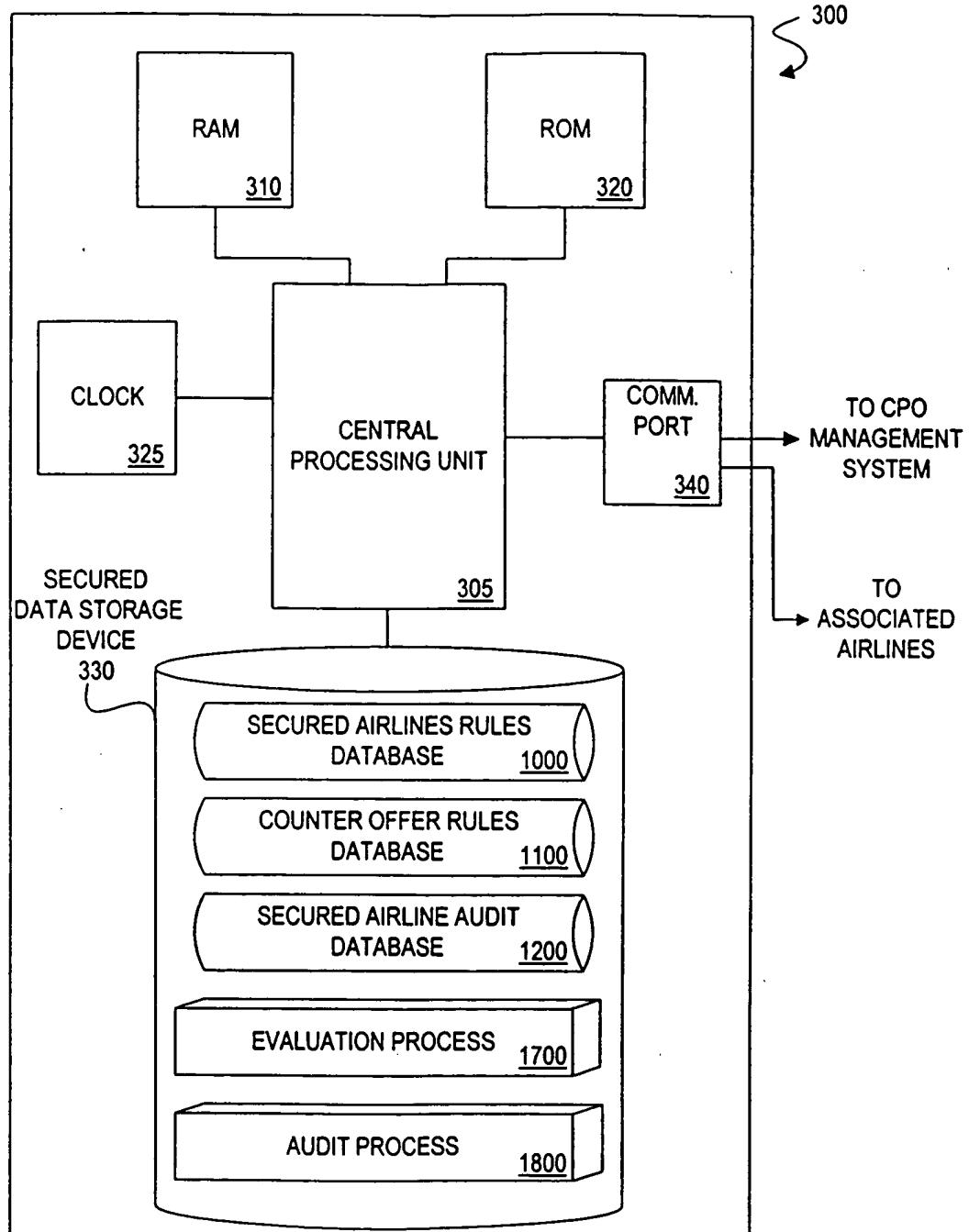


FIG. 3

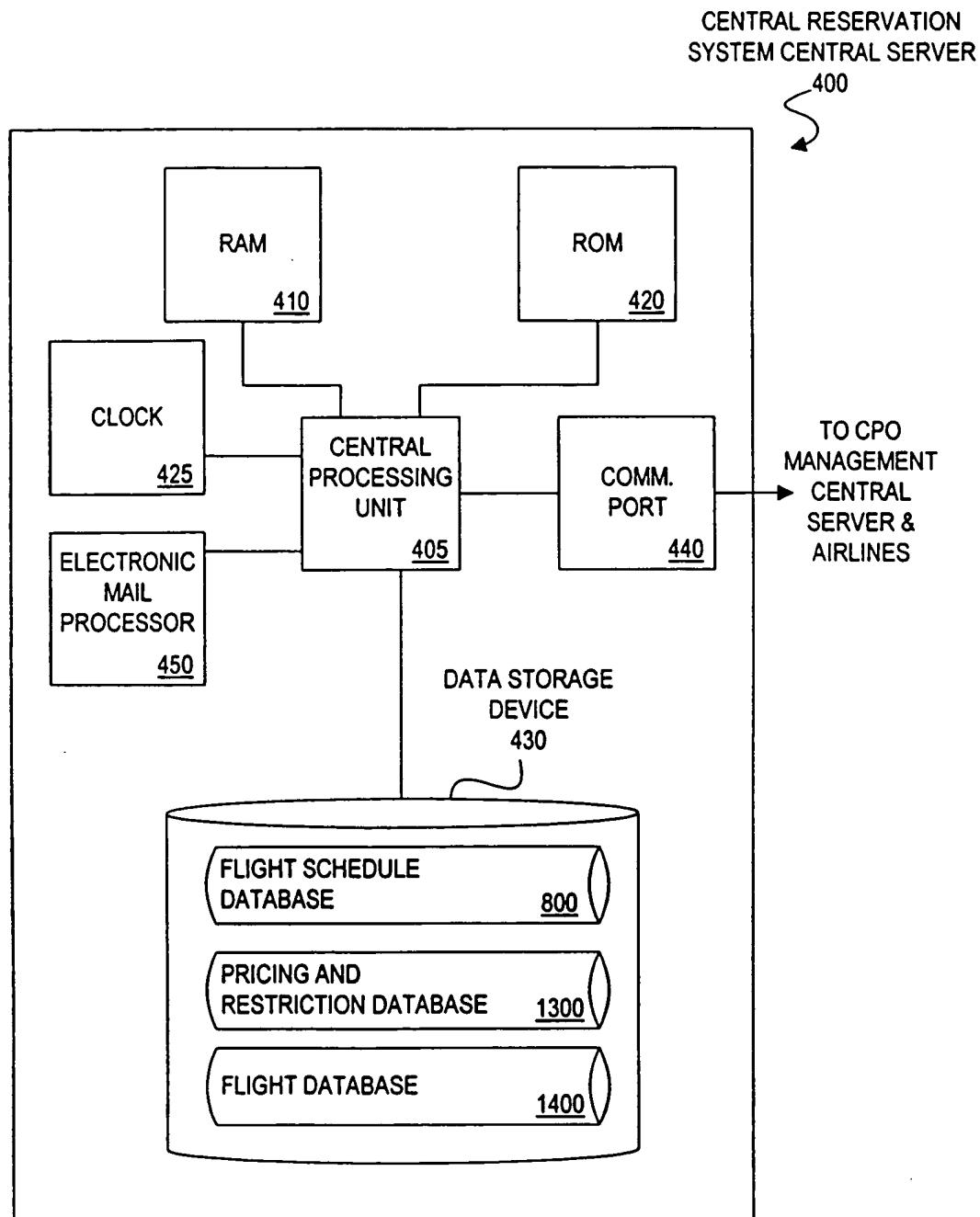


FIG. 4

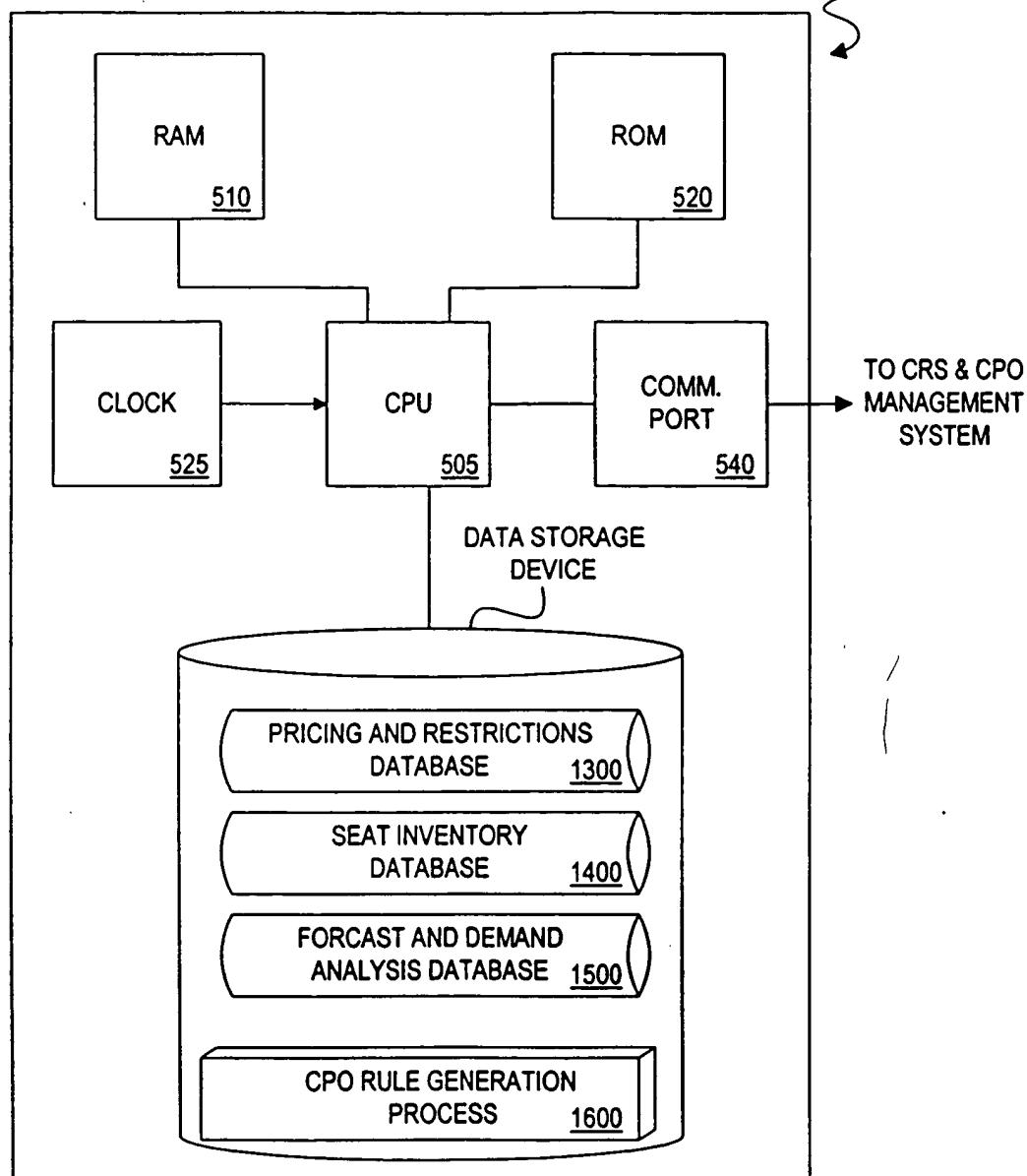
REVENUE MANAGEMENT
SYSTEM
500

FIG. 5

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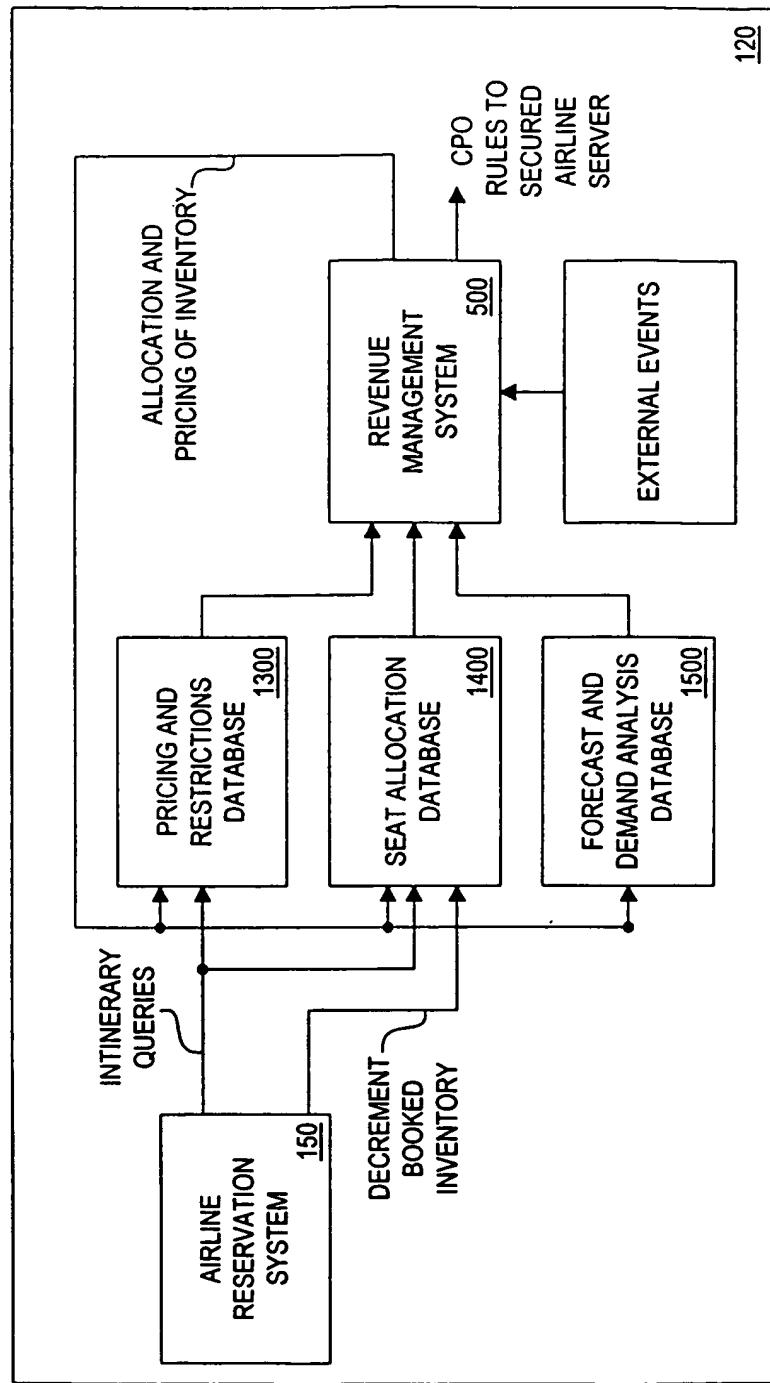


FIG. 5b

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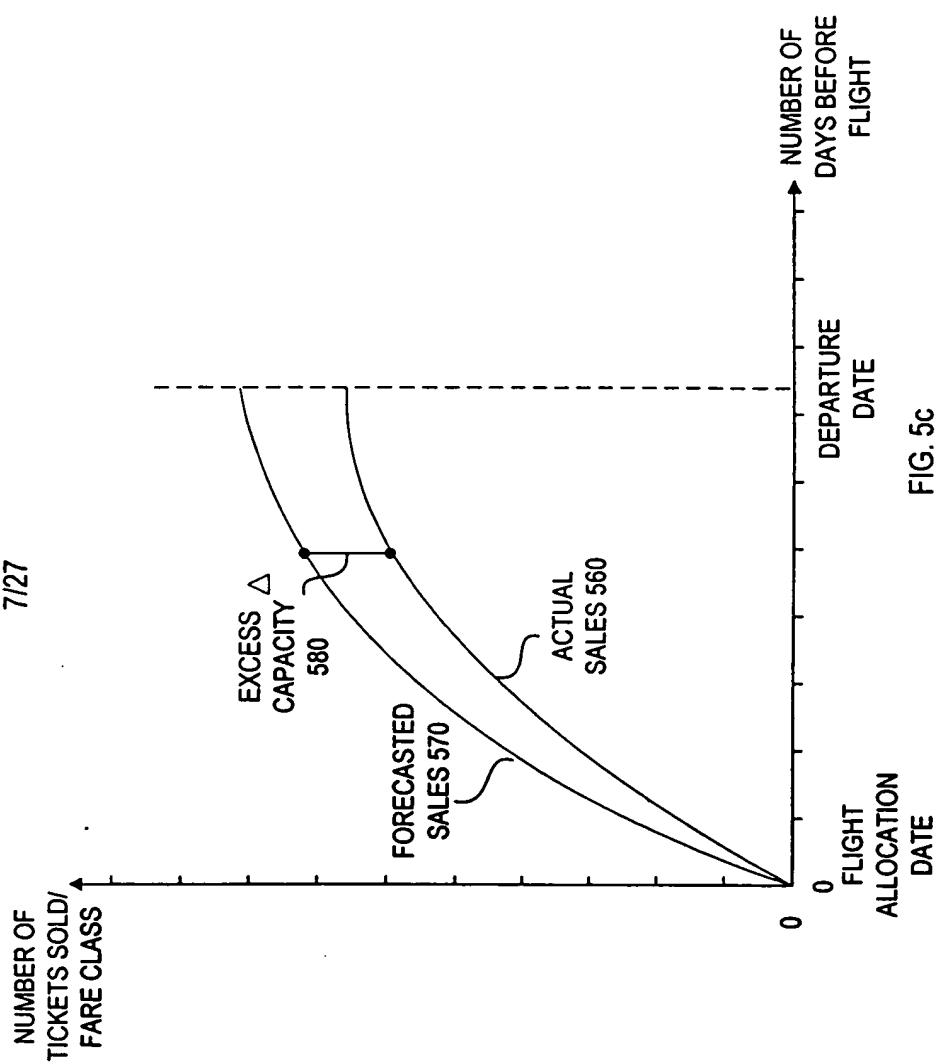


FIG. 5c

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CUSTOMER DATABASE 600

	NAME	ADDRESS	CREDIT CARD NUMBER	ID NUMBER
605	<u>GIACOMO</u> SORENTINO	23 MAIN ST, BRIDGEPORT, CT	<u>645</u> <u>655</u>	<u>660</u>
610	BOBBY VALENTINO	43 PARK ST., HARTFORD, CT	2222-3333-4444-5555	234546
615	JOE SMITH	102 PINE ST. WATERBURY, CT	9999-8888-7777-6666	65432
			6767-9898-0101-2323	98765

FIG. 6

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AIRLINE DATABASE 700

705 AIRLINE NAME <u>740</u>	745 ADDRESS	750 CONTACT	755 PUBLIC KEY	760 CPO ACCEPTANCE RATE
710 AMERICAN	25 MAIN STREET, CHICAGO, IL	SUE JOHNSON	12347AD73E	37%
710 DELTA	102 45TH ST. NEW YORK, NY	BILL JOHNSON	35627A7C9	46%
715 UNITED	9492 6TH AVE. NEW YORK, NY	JOHN WILLIAMSON	1829CB612	4%

FIG. 7

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FLIGHT SCHEDULE
DATABASE 800

ORIGINATING AIRPORT	DESTINATION AIRPORT	DATE	TIME OF DEPARTURE	TIME OF ARRIVAL	AIRLINE	FLIGHT NUMBER	VIA
840 NASHVILLE, TN (BNA)	LOS ANGELES, CA (LAX)	845 12/12/96	850 12:00PM	855 6:00PM	AMERICAN	865 1870	875 NON-STOP
810 NEW YORK CITY (JFK)	LOS ANGELES, CA (LAX)	810 01/01/97	815 7:00AM	815 3:04PM	AMERICAN	826 226	CHICAGO
815 NEW YORK CITY (JFK)	SAN FRANCISCO, CA (SFO)	815 03/03/97	820 3:00PM	825 7:10PM	UNITED	830 300	NON-STOP

FIG. 8

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CPO DATABASE 900

CPO NUMBER <u>920</u>	TRAVEL AGENT NUMBER <u>925</u>	PRIMARY PASSENGER NAME <u>930</u>	CUSTOMER ID <u>935</u>	COMPANION PASSENGERS <u>940</u>	ORIGINATING CITY <u>945</u>	DESTINATION CITY <u>950</u>	CONNECTION RESTRICTIONS <u>955</u>
23456	4/20/97	4321 JOHN DOE	12345	MRS. JOHN DOE, JOHN DOE JR.	NEW YORK, NY (JFK)	LOS ANGELES, CA (LAX)	LEAVE SATURDAY
23457	4/21/97	2648 JAMES SMITH	45231	ANN SMITH	NEW YORK, NY (JFK)	CHICAGO, IL (MDW/ORD)	ONE STOP
23457	4/21/97	2648 JAMES SMITH	45231	ANN SMITH	NEW YORK, NY (JFK)	CHICAGO, IL (MDW/ORD)	ONE STOP

— FIG. 9a

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CPO DATABASE

DATES OF DEPARTURE	DATES OF RETURN	NUMBER OF PASSENGERS TRAVELING	PRICE PER TICKET	OTHER RESTRICTIONS	STATUS	PASSENGER NAME RECORD NUMBER
<u>965</u>	<u>970</u>	<u>975</u>	<u>980</u>	<u>985</u>	<u>990</u>	<u>995</u>
4/12/97-4/14/97	4/29/97-4/30/97	3	\$547.01		ACCEPTED	333333
4/22/97	4/30/97	2	\$188.00	N/A	PENDING	
4/22/97	4/30/97	2	\$200.00	N/A	PENDING	

FIG. 9b

SECURED AIRLINE RULES DATABASE 1000

13/27					
RULE NUMBER	ORIGINATING CITY	DESTINATION CITY	CONNECTION RESTRICTIONS	FLIGHT NUMBERS	DATE(S) OF DEPARTURE
<u>1010</u>	<u>1012</u>	<u>1014</u>	<u>1016</u>	<u>1018</u>	<u>1020</u>
1002	45685	NEWARK, NJ (EWR)	ORLANDO, FL (MCO)	N/A	10/1/97-10/31/97
1004	45687	NEW YORK, NY (JFK)	CHICAGO, IL (ORD)	THRU CLEVELAND OR PITTSBURG	N/A
					4/1/97-5/31/97
					11AM-2PM
					TUES.

DATE(S) OF RETURN	TIMES OF RETURN	RETURN DAY OF WEEK	NUMBER OF PASSENGERS TRAVELING	LENGTH OF HAUL	YIELD (\$1/MILE)	MINIMUM PRICE	INVENTORY RESTRICTIONS OR AVAILABILITY	ADVANCE PURCHASE REQUIREMENTS
<u>1026</u>	<u>1030</u>	<u>1032</u>	<u>1034</u>	<u>1036</u>	<u>1038</u>	<u>1040</u>	<u>1042</u>	<u>1044</u>
10/1/97-10/31/97	N/A	TUES.-THURS.	AT LEAST 2	N/A	N/A	\$165.00	K INVENTORY ONLY	WITHIN 21 DAYS OF FLIGHT
4/1/97-5/31/97	11AM-2PM	MON.-THURS.	2	N/A	N/A	\$150.00	Q OR K INVENTORY ONLY	7-21 DAYS PRIOR TO FLIGHT

FIG. 10a

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SECURED AIRLINES RULES
DATABASE- INVENTORY
1050

RULE NUMBER	AIRLINE	FLIGHT NO.	DATE(S)	NUMBER OF SEATS AVAILABLE
<u>1060</u>	<u>1062</u>	<u>1064</u>	<u>1066</u>	<u>1068</u>
1052	AMERICAN	249X	4/29/97	14
1054	AMERICAN	1209	5/1/97	25
1056	AMERICAN	808	5/1/97	7

FIG. 10b

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SECURED AIRLINES RULES
DATABASE- PRICING

1075

AIRLINE	ORIGINATING CITY	DESTINATION CITY	DATE(S)	MINIMUM PRICE
1088	1090	1092	1093	1096
1080 AMERICAN	CLEVELAND, OH (CLE)	NEW YORK, NY (JFK)	5/29/97-5/13/97	\$75
1080 AMERICAN	CLEVELAND, OH (CLE)	LOS ANGELES, CA (LAX)	5/1/97-5/13/97	\$260
1080 AMERICAN	NEW YORK, NY (JFK)	CHICAGO, IL (ORD)	5/1/97-5/31/97	\$182

FIG. 10c

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COUNTER OFFER RULES
DATABASE 1100

The diagram illustrates two tables. The first table, labeled "COUNTER OFFER RULES DATABASE 1100", contains four rows of data. The columns are: Rule Number, Date(s) of Departure, Time(s) of Departure, Date(s) of Return, and Time(s) of Return. The second table, labeled "NUMBER OF PASSENGERS TRAVELLING", contains three rows of data. The columns are: Number of Passengers Travelling, Length of Yield, Minimum Price, and Advance Purchase Requirements.

RULE NUMBER	DATE(S) OF DEPARTURE	TIME(S) OF DEPARTURE	DATE(S) OF RETURN	TIME(S) OF RETURN
45687	WITHIN 1 DAY	WITHIN 2 HOURS	WITHIN 1 DAY	WITHIN 2 HOURS
1105				
1110				

NUMBER OF PASSENGERS TRAVELLING	LENGTH OF YIELD	MINIMUM PRICE	ADVANCE PURCHASE REQUIREMENTS
AT LEAST 2	N/A	N/A	WITHIN 10%
			WITHIN 2 DAYS

FIG. 11

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SECURED AIRLINE AUDIT
DATABASE 1200

CPO NUMBER	ANSWER RESPONSE	DATE	TIME	PASSENGER NAME RECORD NUMBER	TICKET BOOKED
<u>1220</u>	<u>1225</u>	<u>1230</u>	<u>1235</u>	<u>1235</u>	<u>1235</u>
1205	YES	4/5/97	3:40PM	56789	ANOTHER AIRLINE
1210	NO	4/6/97	2:00PM	98765	NO TICKET BOOKED
1215	YES	4/8/97	12:00PM	34567	THIS AIRLINE

FIG. 12

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PRICING AND RESTRICTIONS
DATABASE 1300

FLIGHT	DATE	INVENTORY K PRICE	INVENTORY K RESTRICTION	INVENTORY Y PRICE	INVENTORY Y RESTRICTION
AL654	4/16/97	\$50.00	7 DAY RETURN	\$40.00	RETURN FRIDAY
DB120	5/12/97	\$75.00	RETURN FRIDAY	\$60.00	ONE STOP
124C	6/3/97	\$25.00	ONE STOP	\$20.00	7 DAY RETURN

FIG. 13

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SEAT ALLOCATION
DATABASE 1400

FLIGHT NUMBER	DEPARTURE DATE	INVENTORY K SEATS AVAILABLE	INVENTORY Y SEATS AVAILABLE	TOTAL SEATS BOOKED	TOTAL CAPACITY
1405	5/15/97	42	114	144	300
1410	23456	5/15/97	36	200	64
1415	34567	5/15/97	58	97	145
1420	45678	5/15/97	27	212	61
				<u>1045</u>	

FIG. 14

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FORECAST AND DEMAND
ANALYSIS DATABASE 1500

FLIGHT NUMBER	DEPARTURE DATE	ORIGINATING CITY	DESTINATION CITY	OFFERED PRICE	FARE CLASS	ACTUAL QUANTITY SOLD	FORCASTED QUANTITY
1530	<u>1535</u>	<u>1540</u>	<u>1545</u>	<u>1550</u>	<u>1555</u>	<u>1560</u>	
1505	1234 3/3/97	NEW YORK (JFK)	LOS ANGELES (LAX)	\$349	Y	70	300
1510	1234 3/3/97	NEW YORK (JFK)	LOS ANGELES (LAX)	\$339	Y	100	130
1515	1234 3/3/97	NEW YORK (JFK)	LOS ANGELES (LAX)	\$329	Y	130	140
1520	1234 3/3/97	NEW YORK (JFK)	LOS ANGELES (LAX)	\$409	K	7	20
1525	1234 3/3/97	NEW YORK (JFK)	LOS ANGELES (LAX)	\$399	K	40	60

FIG. 15

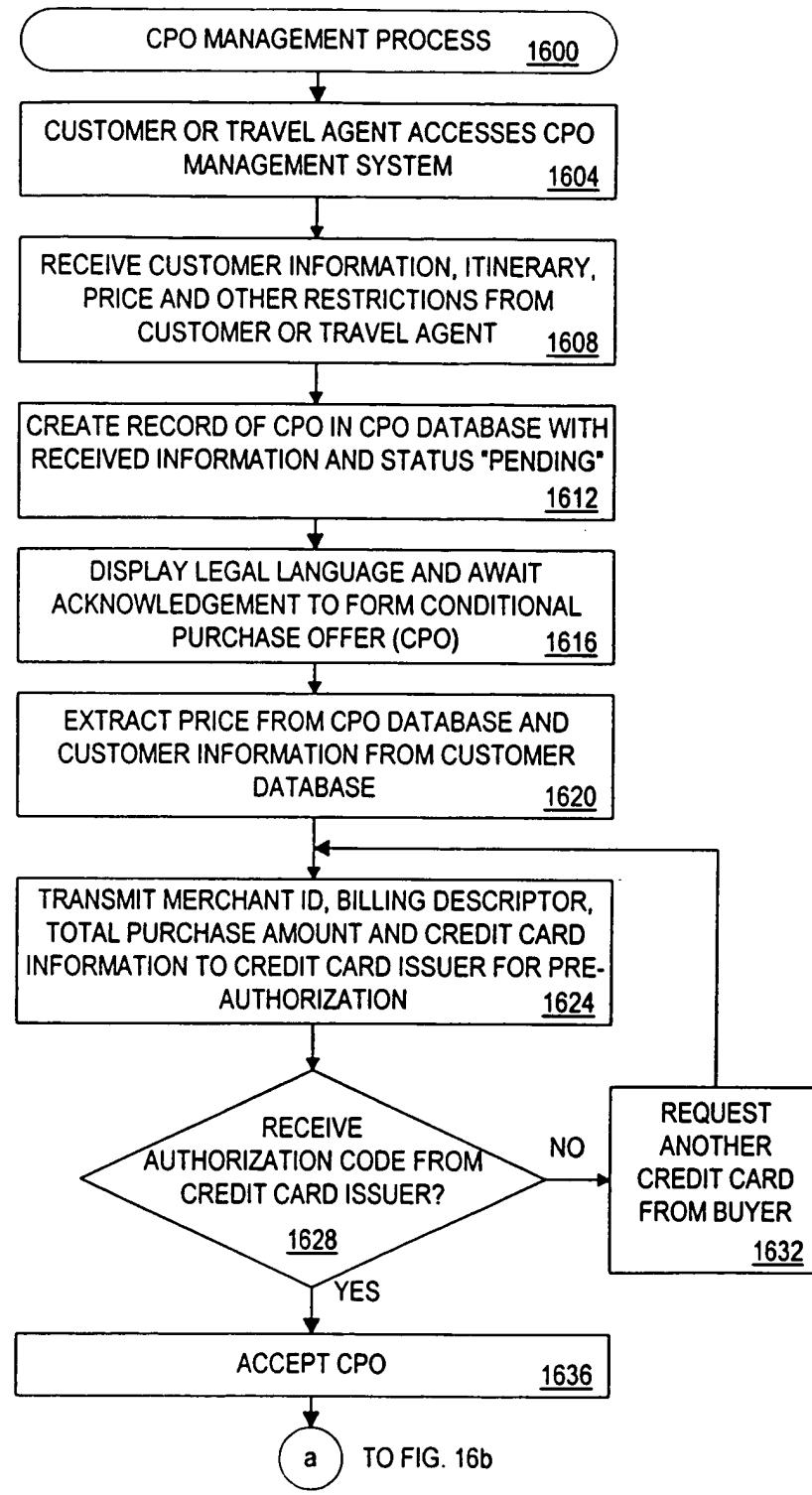


FIG. 16a

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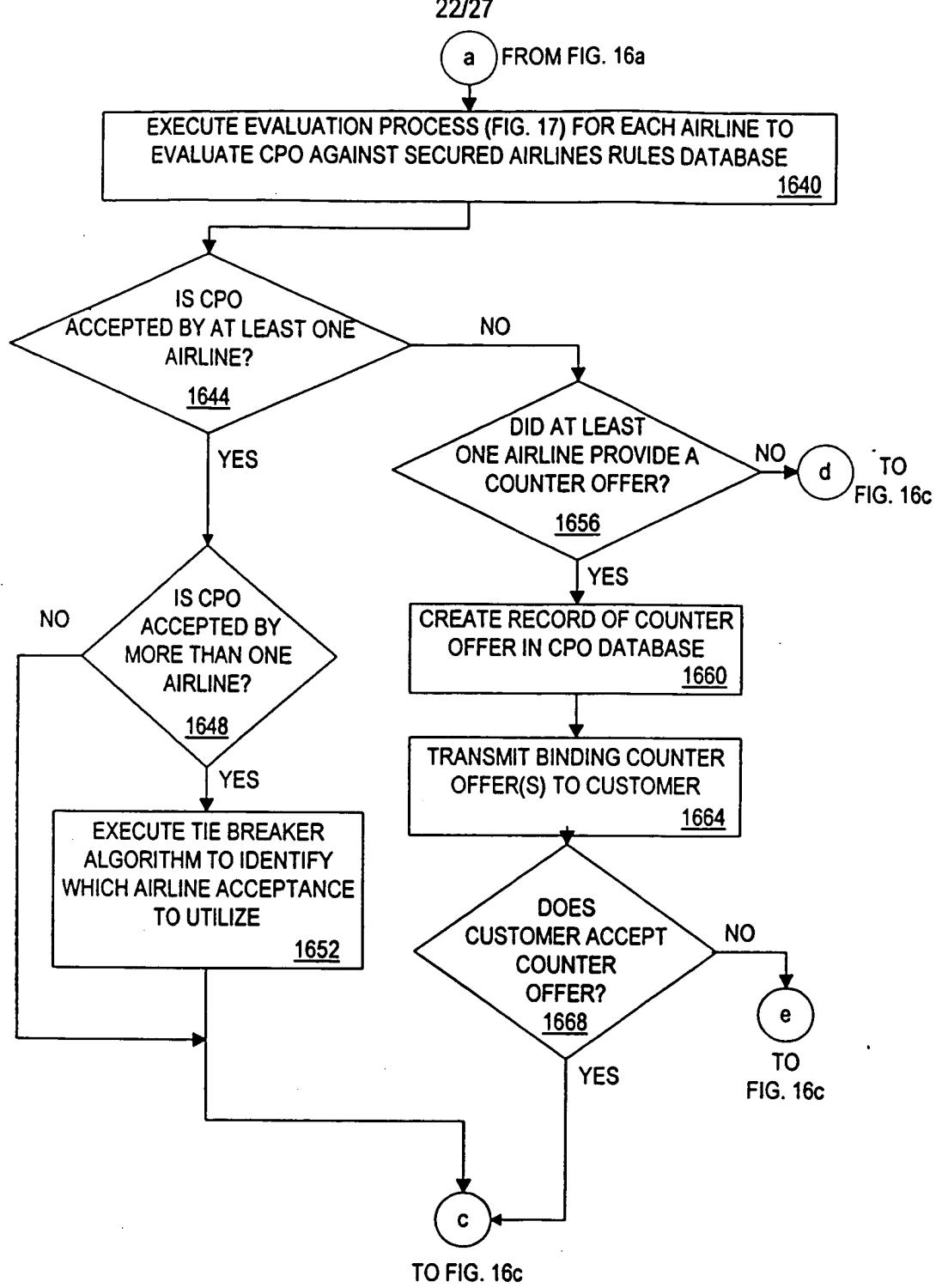


FIG. 16b

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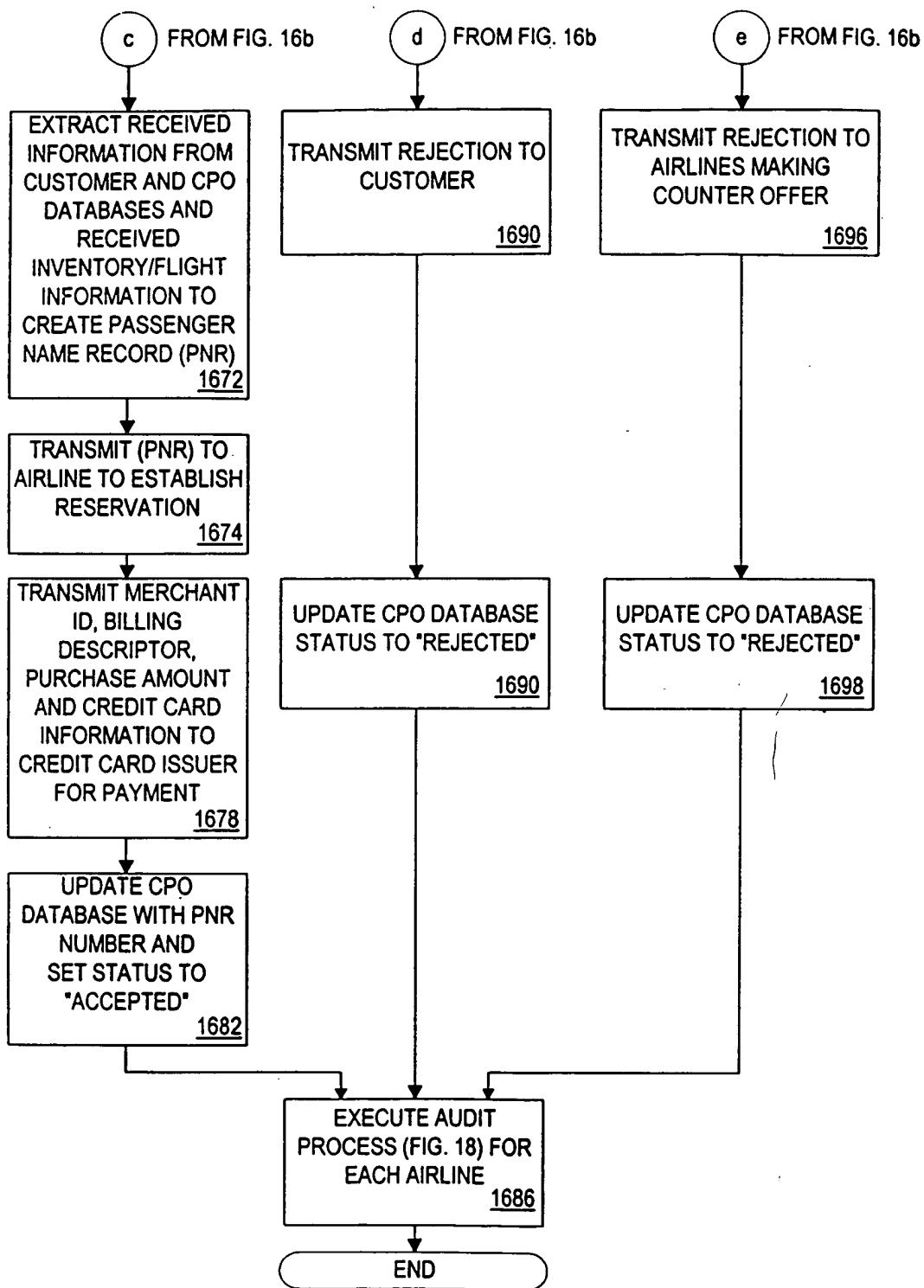
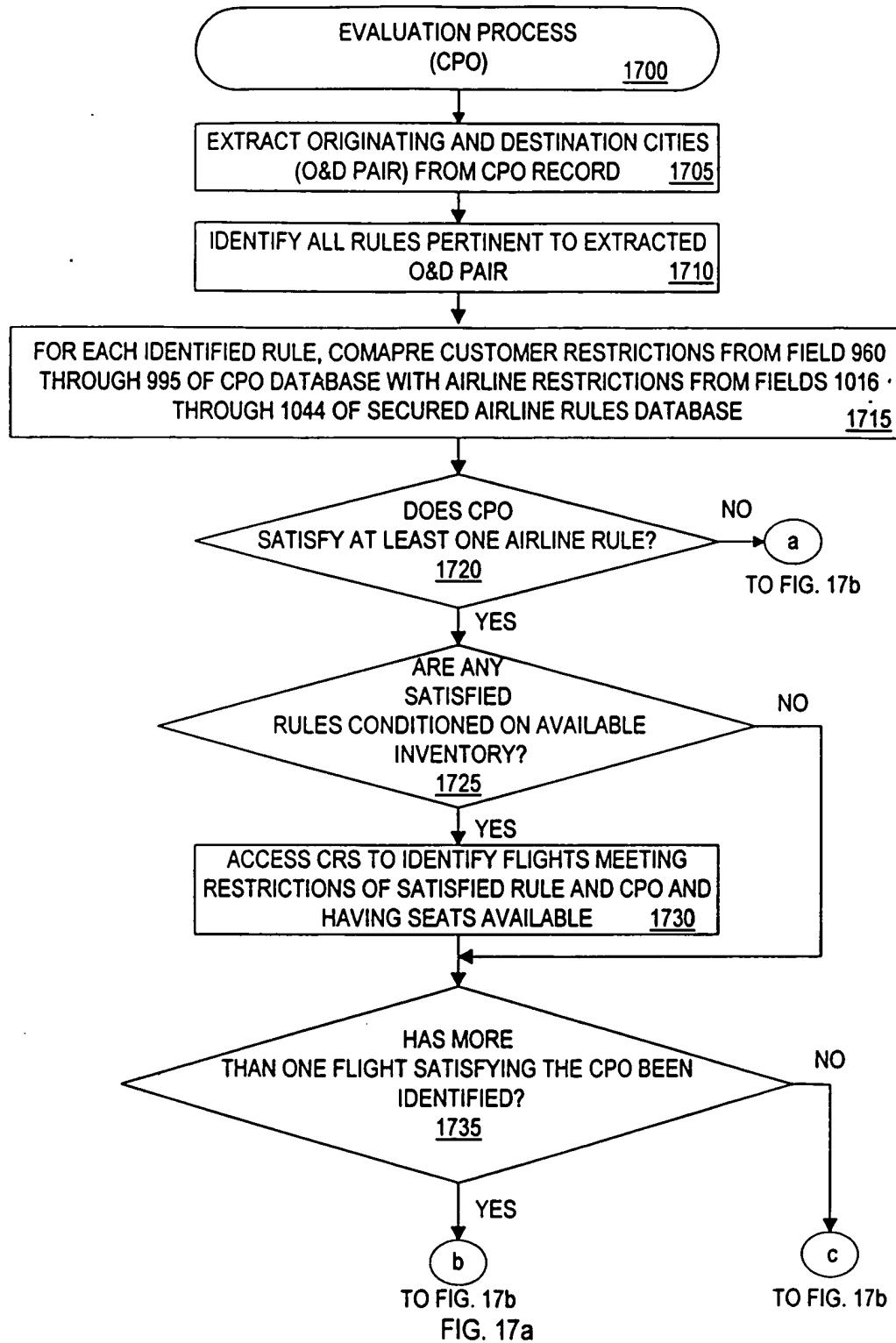


FIG. 16c

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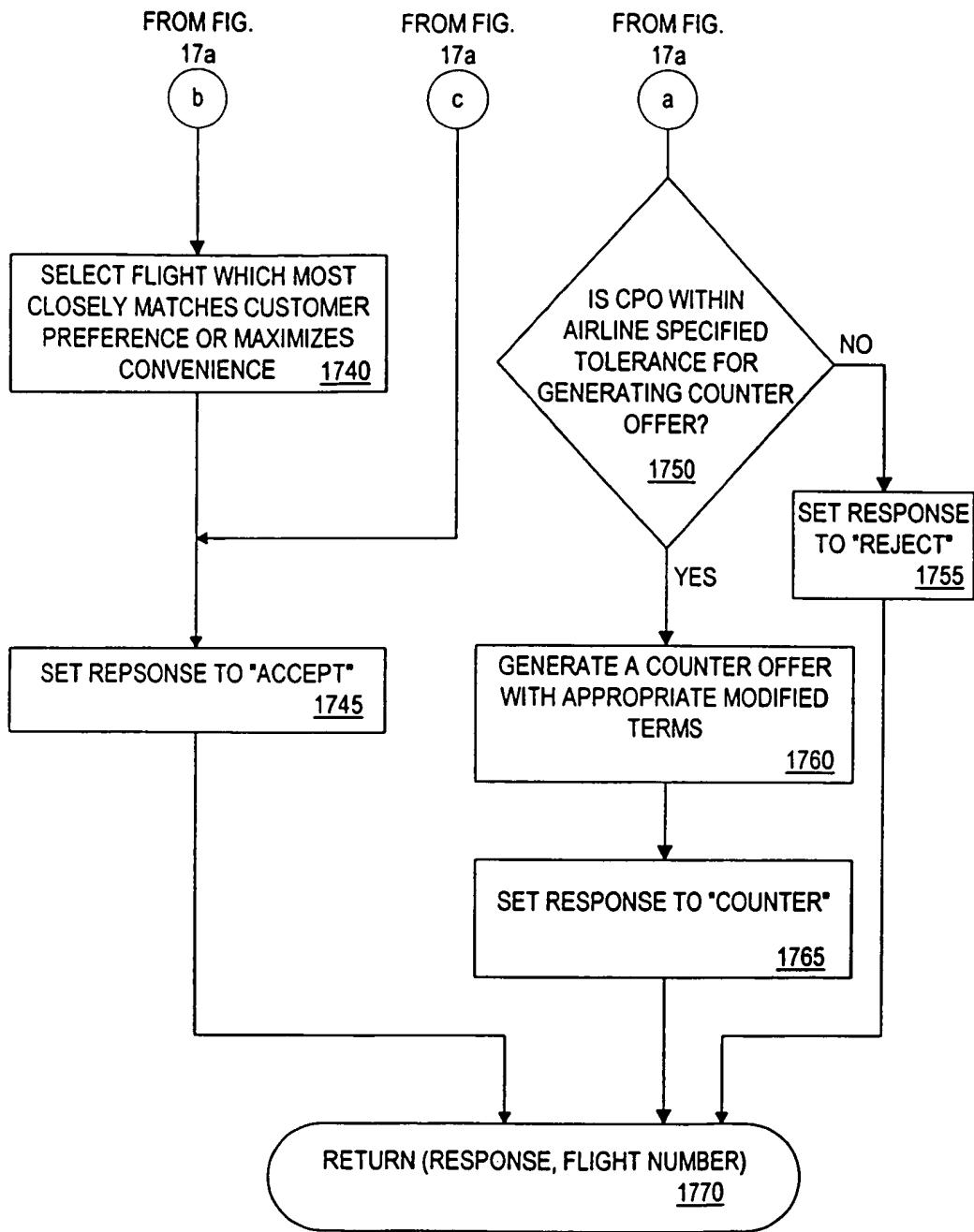


FIG. 17b

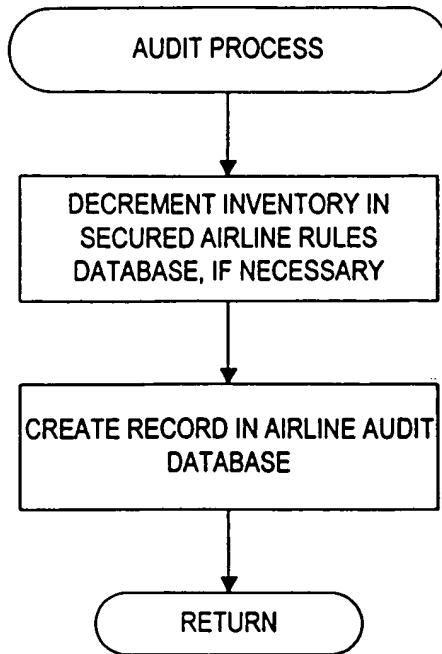


FIG. 18

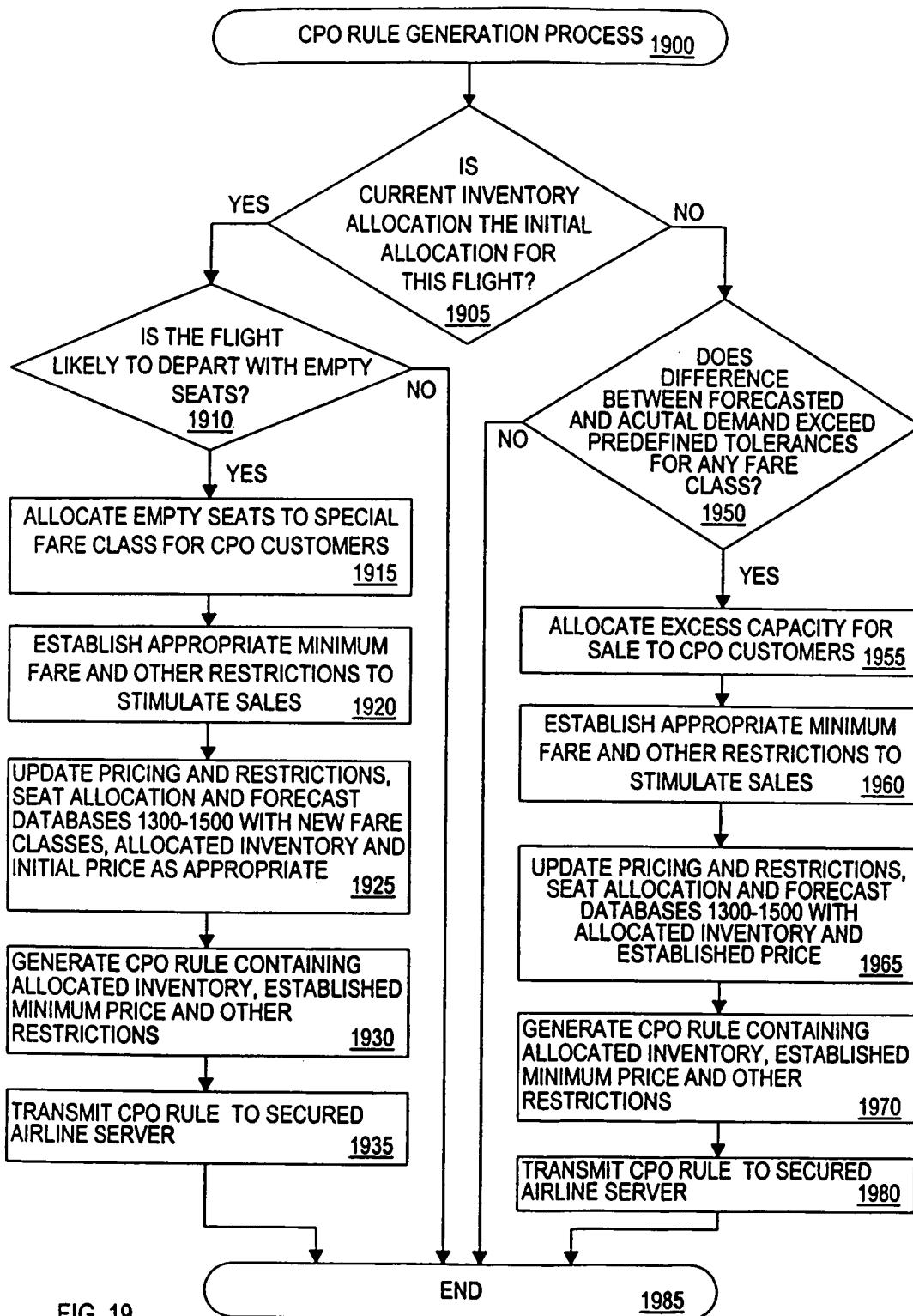


FIG. 19